

Message Text

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USDOC FOR BEWT/TDAD/BOWIE

E.O. 11652: N/A

TAGS: ETRD, EEWT, UR, US

SUBJECT: COMPETITION FOR CONSTRUCTION OF NEW MOSCOW AIRPORT

1. REPRESENTATIVES OF U.S. ARCHITECTURAL FIRM BRODSKY, HOPF AND ADLER (BHA), INCLUDING SENIOR PARTNERS R. BRODSKY AND R. ADLER, DEPARTED MOSCOW APRIL 20 FOLLOWING WEEK OF NEGOTIATIONS WITH SOYUZ-VNESHSTROYIMPORT (SVSI) ON NEW MOSCOW INTERNATIONAL AIRPORT DESIGN/CONSTRUCTION CONTRACT.

2. BHA TEAM LEFT MOSCOW IN REASONABLY OPTIMISTIC MOOD, ALTHOUGH THEY APPEARED WELL AWARE OF OBSTACLES, BOTH IN TERMS OF COMPETITIVE OFFERS AND SOVIET REQUIREMENTS, WHICH MUST BE OVERCOME. DURING THEIR STAY IN MOSCOW, BHA TEAM USED COMMERCIAL OFFICE AS BASE OF OPERATIONS, INCLUDING HECTIC WEEKEND REDESIGN OF TERMINAL BUILDING.

3. COMMENT: IN RECENT DISCUSSIONS WITH COMMERCIAL OFFICERS OF OTHER WESTERN EMBASSIES IN MOSCOW, COMMERCIAL ATTACHE HAS NOTED THAT SOVIETS ARE APPARENTLY SINGING THE SAME SONG TO COMPANIES FROM FRANCE, FRG, CANADA, SWEDEN, JAPAN AND THE U.S. ALL OF THE COMPETITORS HAVE BEEN TOLD BY SOVIETS THAT THEIR DESIGN IS "HIGHLY

REGARDED" AND THAT THEY STAND EXCELLENT CHANCE OF WINNING CONTRACT IF PRICE IS ACCEPTABLE. BHA GROUP WAS ABLE TO CUT ITS PRICE TO CERTAIN EXTENT DURING WEEK OF NEGOTIATIONS BY VARIOUS
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DESIGN CHANGES. BY MUTUAL AGREEMENT, 500-BED HOTEL WHICH WILL

BE PART OF NEW AIRPORT COMPLEX WAS DROPPED FROM BHA PROPOSAL, WHICH LOWERED PRICE SUBSTANTIALLY. NONETHELESS, SOVIETS PREDICTABLY TOLD BHA THAT ITS PRICE WAS STILL SUBSTANTIALLY ABOVE SEVERAL OTHER OFFERS.

4. ALTHOUGH BHA HAS TENTATIVELY ARRANGED FINANCING FOR THEIR PROPOSAL THROUGH LONDON MERCHANT BANKERS J. HENRY SCHROEDER WAGG AND DESPITE APPARENT SOVIET INTEREST IN BHA'S EXPERTISE, COMMERCIAL OFFICE WOULD BE SURPRISED IF BHA WERE SUCCESSFUL IN THIS COMPETITION, SOVIET DECISION TO DROP HOTEL FROM BHA PROPOSAL IS CONSISTENT WITH PREVIOUS INDICATIONS (MOSCOW 5251) THAT SOVIETS ARE RETHINKING DESIRABILITY OF USING FOREIGN CREDITS FOR HOTEL CONSTRUCTION.
STOESSEL

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